

Wednesday, July 13, 2005

REVISED
QUESTIONS AND RESPONSES #2 TO THE JUNE 1, 2005 REQUEST FOR
PROPOSALS FOR AIRPORT CONCESSIONS MANAGEMENT SERVICES
(JUNE 29, 2005 – JULY 8, 2005)

This document is issued to inform all interested Respondents that:

- A. The response given to Question #1 remains the same.**
- B. The City's responses to Questions # 2 and Question #3 in the document titled "Questions and Responses #2" which was posted to the City's RFP website on Monday, July 11, 2005 have been revised:**

2. A general concession marketing program is not specifically listed under the proposed scope of services. Does the City expect the Manager to oversee and coordinate a concession marketing program? If so, are expenses incurred by the Manager to develop and operate the concessions marketing program considered reimbursable expenses under Section 4.1.2 of the proposed contract?

REVISED Response: Yes, the concessions manager oversees and coordinates a concessions marketing program. A fee collected from the tenants funds the concession marketing program. The funds are placed into an escrow type account known as the Marketing Fund. The concession manager holds the Marketing Fund to spend in the tenant's behalf. The concessions manager develops promotional programs and the marketing fund is used to pay for signs, handouts, wall/barricade graphics, shopping and dinning guides, etc. There is a marketing committee that reviews the various programs and offer suggestions on other ideas. All concession marketing program costs incurred by the Concessions Manager are billed to and paid from the Marketing Fund.

3. What is the average marketing fee rate paid by current tenants? Are all tenants liable for the marketing fee?

REVISED Response: The average concession marketing program fee rate paid by current tenants is 1%. All tenants are liable for the concession marketing program fee, unless otherwise negotiated.